

## **Lewistown News-Argus**

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To: Honorable Sen. Chas Vincent  
Chairman, Listening Session Committee  
Members, Listening Session Committee  
Montana State Capitol  
Helena, MT 59601

Chairman Vincent and members:

I am glad this is finally being brought to the attention of the legislature. >

There have been at least two occasions when we have been involved in the bidding process only to have the project go to out of state printing companies.

The first one was the Russell Country travel guide, I do not remember the exact year but it was at least 4 years ago.

Due to the wording of the bid request at that time, there was not a single shop in Montana that had the capabilities to produce the magazine. The prospective bidders were not allowed to go outside of their own shop for any portion of the project.

The covers were glossy paper with the inside pages on a high end book stock. Because of the quantity, it was necessary to print the inside pages on a WEB press.

The covers also were required to have an aqueous coating on outside. Because of our setup with the Livingston Enterprise it was not considered using another print, shop but we did not have the Aqueous coating capability.

I believe at the time a couple of other shops could also produce the book but could not put on the Aqueous coating.

As a result, the Russell Country, and I believe some of the other regional travel guides, went to a printer somewhere in the Denver area.

The second project we were involved in was the Montana Fishing regulation book for the Montana Fish Wildlife and Parks.

Norrthwinds Publishing,, in Great Falls, had the contract for a five year period. After we bought their big, sheet fed press, they contracted the printing of the covers and 4-8 of the inside pages to us. They produced the inside pages and did the bindery in Great Falls. This situation lasted for two years.

The following year the FWP let the project out for another 5 year contract. Northwinds no longer could produce any printing and we were approached by a printer in Helena to produce the covers and a few of the inside pages. The same as the previous two years.

There was nothing in the specifications that would keep the job from leaving the state but in the end it did go out of state to a printer in Utah.

Apparently something has changed in the Travel Guide specifications, we are currently involved in the bidding process of the Custer Country Travel Guide with a company in Billings, but I believe the Fishing Regulations are still being printed in Utah.

Both of these types of printing are paid for by money generated, largely by tourism and fishing and hunting license fees.

I believe Wyoming has a 10-15% in state preference for printers and Montana should do something similar.

Sincerely,

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